TALENT OF SUCCESSIVE PRO-MOTEES.

Confidence the Secret of Success omising Lead is Followed Up.

which individuals engage, and the system employed by the most successful operators calls for a world of detail and the employment of a staff of experts in their respective departments.

The literature sent out at one time sent by mail upon application. exploiting real estate propositions, suburban, seashore or country, was crude but to-day the reverse is true. Men skilled in powers of description have the aid of pictorial display, with the result that the eye is appealed to and the bustness sense is quickened by illustrations which in the main are truthful. The successful realty promoter is the man who realises that there must be a feeling of NEW HOME FOR CATTLE CLUB. ISELIN BUYS ON LONG ISLAND. confidence established at the outset and that this must be fostered and perpetuated at any cost. Everything else in the conduct of his business becomes of secondary importance. A pleased customer is a concern's best advertisement and a recommendation from a man who feels that he has had fair treatment brings a train of patrons in his wake.

Time was, and not very long ago, when New York had a band of unscrupulous men who claimed to be in the realty business who never attempted to sell a foot of ground to any person within a radius of several hundred miles of this city. They flooded the Southern and Western States and Canada with circulars telling the gullible how fortunes had been made and were to be made in suburban properties, generally on Long Island, which has always been a frui ful field for these fakers. Truthful instances were given in the literature of specific cases on Long Island in the Great Neck vicinity. and the hopes of thousands of persons who had never seen New York were arcused

There was generally a glowing account of how well the property was situated for immediate development. It was always on the line of the Long Island Railroad within easy distance of the metropolis and one advantage which was invariably emphasized was the proposed building of a station on the property for the special accommodation of those who were expected to make their homes at Blinkhurst on the Blink. A school was to be built in the spring and a number of handsome residences had been planned. Occasionally the beauty of the water front, the swimming, bathing and fishing which could be had almost at the door of the model development would be enlarged ing in the street. upon. Always there was the plea to subscribe quickly as the demands for the plots were coming in at a rate which hreatened to exhaust the limits of the property. There was an initial payment the registering of deeds and other

and the remote chance of ever locating them even if they did come was a deterrent, and this class suffered in selence as the swindlers knew and hoped they would when they invented the game. There some who had friends in New York, and occasionally these were some who had friends in New York, and cocasionally these were communicated with in an endeavor to learn the facts. In some instances the office of the company was a small room in an obscure building where there was no one way. Flatbach it is company was a small room in an obscure building where there was no one way. Flatbach it is company and the remote chance of ever locating of the residents of Sheepshead Bay have the members of the organization since its inception. Many of the residents of Sheepshead Bay have the members of the organization since its inception. Many of the residents of Sheepshead Bay have the members of the organization since its inception. Many of the residents of Sheepshead Bay have the members of the organization since its inception. Many of the residents of Sheepshead Bay have the members of the organization since its inception. Many of the residents of Sheepshead Bay have the members of the organization since its inception. Many of the residents of Sheepshead Bay have the members of the organization since its inception. The resident of the residents of Sheepshead Bay have the resident of the residents of Sheepshead Bay have the resident of the residents of Sheepshead Bay have the resident of the residents of Sheepshead Bay have the resident of the residents of Sheepshead Bay have the resident of the residents of Sheepshead Bay have the resident of the resident of the residents of Sheepshead Bay have the street of showing visitors of the remark taking of their plans. Note the grit had the person and person of the remark taking of their plans to resident the person and person of the remark taking of their plans. Note that the provements in the organization silence is a sking of the resident of the remark taking of the residents of the

elled to a number of cities and gave lectures on and lantern slide views of his property. Those who were impressed the expense of the company. It was a unique departure, this bringing of hundreds of persons a hundred miles or more, but it has been successful according to the records, and his example will no doubt be

emulated by others.

It is an age of novelty and the man with the newest and best method of marketing nything is the one who succeeds. as been remarked at the outset of this article the main requisite is the establishment of confidence. Once this has been done and the properties offered have merit

When there is no chance to do anything or when the indications warrant n cessertion of effort the man in charge of the taken to case the approach to the west leads' transfers the name to the "dad" department, an indication that all of the skill at the command of the organization has been exhausted. The processor of the sponsibles who have been uncovered as a result of the investigation find a resting place among the "dead leads" also, and when a man's name gets into that comparment there isn't nuch prospect of doing business with him.

And I rout avenues. Quite a portion of the soften approach to the wests to be taken to case the approach to the wests the Lawrence Hospital property is to be taken to case the approach to the wests side of the transfers the name to the "dad" department, an indication that all of the organization has been exhausted. The processor have been made for ample parking spaces at different grades.

The Bublic bervice Commission has been notified of the vibrace trustees action, and in will now be only a question of days or the transfers, but her expression did not soften in the least.

You see, it's all like this, ma'am," said they rested on Miss Sparhawk's congress shows, neathy showing below her short they rested on Miss Sparhawk's subject when the least.

You see, it's all like this, ma'am," said they rested on Miss Sparhawk's congress shows, neathy showing below her short they rested on Miss Sparhawk's subject when the least.

You see, it's all like this, ma'am," said the trustees, &c., \$231.00.11, five story tenement; at Size on Miss Sparhawk's congress shows, neathy showing below her short they rested on Miss Sparhawk's subject to taxes, &c., \$231.00.11, five story tenement; at Size on Miss Sparhawk's congress at the trustees and marging.

It is treeted in the least.

You see, it's all like this, ma'am," said the trustees, &c., \$231.00.11, five story tenement; at Size on Miss Sparhawk's congress at the trustees and marging.

It is treeted in the least.

You see, it's all like this, m

SKILL IN MARKETING REALTY A TEN-YEAR MORTGAGE FOR OWNERS THE REAL ESTATE MARKET OF SMALL HOUSES

With Privilege of Payment (in Whole or Part) on Any Interest Day

Methods Formerly Employed to of Greater New York, beginning Monday, February 27th, the most liberal form Trap the Distant Investor How a of mortgage ever offered by any financial institution.

The marketing of realty is one of the ing and owning and no loan of this kind will be accepted for more than \$10,000. most complex business propositions in The term is ten years and the rate of interest 51-47. The owner mu. t pay each six months \$32,50 on each \$1,000 of the mortgage.

This pays the interest and a small amount on the principal, so that at the end of the ten years for each \$1,090 of the mortgage he will owe but \$869.02. Circulars describing this mortgage can be had at any of our offices or will be

TITLE GUARANTEE & TRUST @

176 Broadway, Manhattan 350 Fulton Street, Jamaica

Capital - - \$ 4,375,000 Surplus (all earned) - 10,625,000 175 Remacu Street, Brooklyn 67 Jackson Avenue, Long Island City

Fine Clubhouse to Be Built in West Noted Yachtsman Secures Desirable Prop-Twenty-third Street.

The American Jersey Cattle Club, which Canada, is to have a new clubhouse in Island in the neighborhood of Brookville. about 200 feet west of Seventh avenue, ing, p and directly opposite the Grand Opera ville. House. It will be known on the maps as Nos. 322 and 324 West Twenty-third

The property was bought several days ago by Elmer A. Darling, president of the Mr. club, from Henry L. Wheeler and Mary O. Eiga:, and will be transferred by him to

feet and is at present encumbered by two three story private houses. The new club of the cattlemen will be three stories high and will embody many interesting features. What these features given in the literature of specific cases where big returns had come to those investing in suburban properties. Their best illustrations were of developments on Long Island in the Great Neck vicinity. did not care to discuss the details of the building. The executive committee of the club will hold a meeting this week building. The executive committee of the club will hold a meeting this week at which the plans will probably be accepted. The club is now located at 8 East. Sevemeenth street, where it has been for about eighteen years. The cattlemen were the first to trespass on the exclusiveness of Seventeenth street, which was then one of the finest residential streets in New York. The club occupies high a short distance west of Fifth avenue. When the club was organized this was sufficient for its requirements, but it has proved too small for the continuously increasing membership.

ously increasing membership. The street has changed considerably character also, and is no longer suit-e for club purposes. The thoroughable for club purposes. The thorough-fare has been transformed into a business street, and with the exception of a few adjoining dwelling houses now used for business the club is the only small build-

SHEEPSHEAD CLUB SUED. Richard Doggett, Holder of \$20,000 Mortgage, Brings Sult.

Foreclosure proceedings have been in-

Foreclosure proceedings have been indetails and the rest of the payment
could be made later. The requirements
for this service ranged from \$5 to \$25,
and the reader need scarcely be told that
it was money thrown away on the part
of all those who took the short cut to fortune outlined by the schemers.

Many of those who sent their money
received in due time a so-called
deed signature and certification plainly
printed or stereotyped by the thousand. Others got nothing, and gradually
the fact that they had been swindled
became apparent. The cost of coming
to New York to prosecute the thieves
and the rest of the payment
could be made later. The requirements
stituted by J. A. Wernberg for Richard C.
Doggett of Brooklyn against the Sheepshead Bay Club of Sheepshead Bay, Coney
Island, an organization formed several
years ago when racing was in the days of
its greatest prosperity.

Mr. Doggett, who was a more or less
spectacular betting commissioner, holds
a mortgage of \$20,000 on the property,
which has a frontage of 120 feet on Ocean
avenue and runs back 126 feet. The clubhouse is a comfortable wooden structure
with broad piazas, and the entire properry has been valued at \$40,000. Frank
T. Clark, superintendent of the Coney
Island Jorkey Club, has been president of
the Amount paid for tobacco in 1909
the dovernment received \$74,367,254.
The total ccut an individual, of
the amount paid for tobacco in 1909
the dovernment received \$74,367,254.
The total ccut an individual per annum
in 1909 was about \$2,9015, and counting a
family as consisting of 4 62 persons (which
is a census basis, the annual expenditure
of such family as consisting of 4 62 persons (which
is a census basis, the annual expenditure
of such family as consisting of the size above mentioned
to a weekly expenditure of setting the size above mentioned
the apparent. The cost of coming
to New York to prosecute the thieves
and the resident by J. A. Wernberg for Richard C.

Doggett of Brooklyn against the Sheepshead Bay, Coney
Island, an organizatio

obscure building where there was no one way. Flatbush, is soon to have a new in authority, and frequently only a young parish hall, which will be constructed woman as forlorn looking as her surround- on the site of the old wooden meeting ings was the entire staff. When ques- hall. The new hall, work on which will tioned she would know nothing, and the be started shortly, will be of brick and quest ended generally in a blind trail stone two stories high and will cost about In cases where there was an attempt \$25,000. Besides a gymnasium and club- paper, the Columbian Scatinct of July 10. made to locate the property claimed to rooms it is planned to have in the build-have been transferred the lots were sither seventy-five or more miles out of and a large auditorium. The building will occurre a plot 7av70.

either seventy-five or more miles out of town in the sand dunes or among scrub oaks or pines far renewed from railway communication, or under water in some remote quarter.

It was an effectual method of experts distrust in all realty propositions 62 a distance, and many who would have gladly invested a portion of their earnings in legitimate offerings and whose patronage would have been worth the while were slienated, perhaps for all time. It was in a desire to overcome this sort of feeling that the head of a big seaside proposition now being very extensively exploited travelled to a number of cities and gave lective.

The church has an active membership of about 370 neombers and the Rev. Charles J. Allen occupies the pulpit, having recently been called from the Beecher Leonival Church.

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pany who may have an interest in real estate.

The records of the transactions daily recorded are scanned and the men who have charge of the "lead" department sift the material at hand as carefully as the farmer winnowed the chaff from his wheat before the introduction of the fanning mill. Only those who have the appearance of being worth while are refained, and the carvassers in some instances follow literature after a number of days have elapsed and endeavor to further the good impression which may as there is an overall the same stands with the manufacturing industries, employing upward of 21,000 operators within its limits. The growth of the borough is also shown in the interest in real of the borough is also shown in the interest in the continued that over 50,000 children now attend classes. Queens has fifty-five rail-to-decay Tritune.

The load Sea is encreaching upon the land about it so rapidly in this decade that whole forests of trees which formerly grew at some distance from its banks are now partially submerged.

Maps of the sea made twenty years ago of the lake which was not for the lake which was

of days have elapsed and endeavor to further the good impression which may or may not have been conveyed. So long as there is an opportunity, though it be remote, to do business with that man he may expect to have his attention called to the peculiar merits of the property being exploited, and in many instances a sale is effected purely as the outcome of patient presentation. way which will extend from the vicinity of the Village Halito the corner of Palmer and I rout avenues. Quite a portion of the bawrence Hospital property is to be taken to ease the approach to the west.

Side of the approach to the west.

**You see, it's all the taken to ease the approach to the west.*

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**You see, it's all the taken to ease the approach to the west.* when there is no chance to do anything and I ront avenues. Quite a portion of shrewdness, but her expression did not

composed of nearly every breeder of is apparently preparing to join the resi-Jersey cattle in the United States and dential colony on the north shore of Long On New York The structure is to be built Mr. Iselin now lives in New Rochelle, on the south side of Twenty-third street, but for some time past he has been gather-

in the County Clerk's office at Mineola. It conveyed the property not only to Mr. Iselin but his wife. Hope Goddard Iselin, which is taken as an indication that Mr. Iselin proposes to erect a fine residence on the estate. The tract is thickly wooded and is one of the best located parcels in Brockville. It is about an equal distance between Cold Spring Harbor and Hempstead Harbor, and is not far from the extensive estate of William C. Whitney.

Rubber From Soya Beans.

From Daily Consular and Trade Reports.

According to a Frankfort publication a German patent has been secured for the manufacture from the soya bean of a product to take the place of rubber.

By L. F. Pallitips & Co.

Eighty fifth street, No. 219, north side. Die to feek east of Third avenue, 25.73.101.03.23 [x102.1, live story tenement, Leo Lesser vs. Bernard Lang et al.; Gross & S. attorneys M. W. Ehrich, referee due on Judgment, \$3.85.52; subject to taxes, &c., \$403.47; subject to a first mortgage of \$20.500. men were the first to trespass on the ex-lusiveness of Seventeenth street, which of the oil of the soya bean to a thick,

Numerous attempts have been made in the past to manufacture artificial rubber and processes which in the laboratory gave excellent results have been found impracticable on account of high cost. Whether this latest method will be successful remains to be proved.

From Daily Consular and Trade Reports. Kingdom was in the year 1907, which was about 2.057 pounds an individual, taking the whole population as a basis; while in 1909 it fell to 1.975 pounds an individual.

Original Era of Good Feeling.

Continued from Thirteenth Page. .

with three lots at No. 2125 Eighty-second street. They also report the following leases: No. 2239 Eighty-second street to R. J. Woods, No. 2240 Eighty-second street to William T. Robinson, Np. 2255 Eighty-second street to D. A. Prost, No. 2261 Eighty-second street to W. F. Bennett, No. 2263 Eighty-third street to M. Kettner.;

ISELIN RUYS ON LONG ISLAND.

Noted Yachtsman Secures Desirable Property Near Brookville.

C. Oliver Iselin, the noted yachtsman is apparently preparing so join the residential colony on the north shore of Long Island in the neighborhood of Brookville.

Mr. Iselin now lives in New Rochelle, but for some time past he has been gathering, piece by piece, a large plot at Brookville, Nassau county. Yesterday Mr. Iselin added a tract of about seven acress to his original purchase. He bought the land from W. Burling Cocks, who owns considerable property in this section.

The deed conveying the property to Mr. Iselin was put on record yesterday in the County Clerk's office at Mineola, It conveyed the property not only to Mr. Iselin but his wife, Hope Goddard Iselin, which is taken as an indication that Mr. Iselin but his wife, Hope Goddard Iselin, which is taken as an indication that Mr. Iselin proposes to erect a fine residence on the estate. The tract is thickly wooded and is one of the best located parcels in Brookville. It is about an equal distance between Cold Spring Harbor and Hempstead Harbor, and is not far from the eyested Harbor and Harbor and Ha

Coming Anction Sales

At 11 Vesey Street MONDAY, FEBRUARY 27 By L. J. Phillips & Co.

Avenue B. No. 287, east side, 42 feet south of Seventeenth street, 20x85, three story tenement and store; C. G. Moller vs. S. C. Baum et al. Bowers & S. attorneys G. L. Donnellan, referee, due on judgment, \$10,722.17, subject to taxes, &c. \$220.3.

Sixty sixth street, No. 230, north side, 225 feet east of West Ind avenue, 28x100.5, two story tenement; Alexander Hadden vs. J. H. Tietjen et al. Reed & P., attorneys F. W. Pollock, referee, due on judgment, \$13,80.21; subject to taxes, &c., \$238.81.

By Samuel Marx.

By Samuel Marx. By Samuel Mark.

139th street south side, 153 feet east of Southern Boulevard, 200x100, vacant: United States Healty and Improvement Company vs. Joseph Cohen et al. Perris, P. & S. attorness, S. J. Goldsmith, referce, due on judgment, \$50,031.18, subject to taxes, &c., \$6,834.45.

British Drink and Smoke Bill.

From Daily Consular and Trade Reports.
The highest consumption in the United lingdom was in the year 1907, which was bout of the property of th

Bank street, No. 98, southeast corner of Green-wich street, 14.347257940; two story tenement; Mutuai life insurance Company vs. Fitzhigh Smith et al; James McKeen, attorney; R. S. Conklin, referee, due on judgment, 38,47248; subject to lares, dec. 3146.70. TUESDAY, PEBRUARY 25.

Py Joseph P. Day.

Fifty first street, No. 40 south side, 540 feet east of Stath avenue, 21x100.5, four story dwelling; leasehold, voluntary sale.

Bond atreet, No. 33, south side, 191.10 feet east of Lafayette street, 23x114/2x25/sx119. three story loft building. E. H. Floyd Jones, trustee, e.c., vs. M. Conneil et al., O. S. Carroil, attorney, L. J. Conlan, referee; due on judgment, 220,406.50; subject to taxes, &c., \$564.47.

Minford place, No. 1447 to 1453, west side, 200 feet south of 1724 steet, 10x1100, four four story thats, V. F. Bernesser vs. A. W. Wall et al., Casa & A. attorneys; G. A. Ellis, referree due on judgment, 22,405.55 subject to taxes, &c., \$1,500.

Third avenue, No. 2433, west side, 27, feet north of 136th street, 25x917, five story tenement and stores, A. D. Noyes et al., vs. J. W. Vohe et al.; H. R. Noyes, attorney, Adolph Bloch, refereed due on judgment, \$15,021.45; subject to taxes, &c., \$2,836.

Ninett seventh street, No. 229, north side, 175.

by Invest Sec. 3714-09.

By Bryan L. Kennelly.

New Bowery No. 9, southeast side, intersection southwest side of New Chambers street. 36-4x 18x27-8x30-10x17-6x20-2, five story tenement and stores. B. F. Golden vs. Moses Shapiro et al., Arthur Sutherland, attorney: E. D. Dowling, referrer, due on Jugment, 8-3x-17, subject to taxes. 6x. 81,13-16, subject to a first mortgage of \$16,000.

Hamilton street, No. 7, north side, 87 feet east of Catharine street, 14-2x-50x14-2x50.A, three story tenement and store; City Real Estate Company vs. Benlamin Bernstein et al., Harold Swain, attorney: D. A. Spellissy, referrer due on Judgment, \$5,061.16; subject to taxes. &c., \$238-17.

By James L. Wells Company.

Audubon avenue, west side, 25 feet north of 180th street, 73x100, vacant; Knickerbocker Trust Company vs. L. F. J. Welher et al.; Davies, S. A. & C. attorneys; ik. C. Ten Evck, referee; due on Judgment, \$11,370.97; subject to taxes. &c., \$174-53.

the Magazine of Ames,

a phrase applied to the state.

a of James Manner, "the era of keeping from the Colombia State of the Colombi

By Joseph P. Day.

R. J. Woods, No. 2249 Lighty-second street to William T. Robinson, No. 2255 Eighty-second street to D. A. Frost, No. 2261 Eighty-second street to D. A. Frost, No. 2261 Eighty-second street to W. F. Bennett, No. 2263 Eighty-shired street to W. F. Bennett, No. 2263 Eighty-shired street to W. F. Bennett, No. 2263 Eighty-shired street to W. Kettner.;

Marshall Farms at New Canaan.

The development of Marshall Farms, a tract of 100 acres in New Canaan, Conn., brings one of the rapidly growing sections into notice. The property, which belongs to the estate of the late teorge N. Tirus of New York, was first opened to the public a few years ago by his executrix, Mrs. W. Harman-Brown, building two cottages, which have since been leased to New York, which have since been leased to New York, or severy summer.

Within the last three years the following summer residents have bought and built on this property: Frank Adriance of Poughkeepsie, George Hayne, Electus D. Litchfield, George Herriman, F. A. de Meuron and Charles Heydt of New York. The agents who have the management of Marshall Farms are Pease & Elliman in New York and Robert B. Morse in New Canaan.

This Week's Auction Offerings.

Joseph P. Day will offer this week the following properties: On Monday, No. 239 West Sixty-sixth street and No. 287 Avenue B on Tuesday, No. 418 Houston street, No. 23 Bond street, near Lafayette street; No. 226 East Ninety-seventh street, 175 feet. No. 226 East Ninety-seventh street, 175 feet. No. 227 East Ninety-seventh street, 175 feet. No. 228 East Ninety-seventh street, 175 feet. No. 228 East Ninety-seventh street, 175 feet. No. 229 East Ninety-seventh street. No. 229 East Ninety-seventh street. No. 229 East Ninety-seventh street. No. 229 East Ninety-seventh stre

By Samuel Mars.

Seventy-fourth street, Nos. 212 and 214, south side, 160 feet east of Third avenue, 25x102.2, four story tenement and stores and two story building in rear; L. A. London et al. vs. Ellen Prielss et al.; Milton Mayer, attorney; Mark Goldberg, referee; due on judgment, 84,441.55; subject to takes, &c., \$10,000. By Parish, Fisher & Co.

By Parish, Fisher & Co.

215th street, north side, 25 feet east of Olinville avenue, 75x100. Williamsbridge: Mark Lurie vs. Abraham Shatziin et al.; Fischer & L. attorneys: A. R. McMahon, referce; due on Judgment, \$1,-021.41; subject to taxes, &c., \$203.40.

YOUNG WOMEN AS FARMERS. How Two Missouri Girls Cared for Estate Left by Parents.

From the Kansas City Star.

A Missouri young woman has proved that a woman's "sphere" is a very elastic thing by going into the fields and performing a man's work on her own farm. Miss Loretta Judson, 2) years old, of Caddo, Webster county.

When the young woman and her sister, Miss Daisy Judson, two years her junior. lost both parents in a runaway accident three years ago the sympathetic neighbors a were sorry. What would become of them? Of course, to keep the farm and live in their old home would be out of the question, the neighbors believed. At that time farm land was very cheap in the tranks and it was the Japanese artist of demons. She be-realized that but little could be obtained an her mission of hate immediately. She ranged palace halls and lurked in upland.

The girls made it known that they intended to make their own way in the world and that they intended to do it on the old

may be seen in the fields with her team of big black horses early in the morning the coming crop of

horses, hogs and sheep. She keeps only Ti registered hogs and sheep and has a good thre horses, hogs and sheep. She keeps only registered hogs and sheep and has a good grade of shorthorn cows. She rears good of these herself. She can ride the wildest colt and soon teaches the young animals that she is master.

girl for her sister, who cares for the poultry.

Large flocks of chickens, turkeys and geese mium are marketed by the girls each year,

Mor

belief of Miss Loretta in the virtues of the road drag. She has a heavy drag and after a rain she uses it on what she considers her part of the public highway.

| Description of the public highway in Miss of the publ part of the public highway.

This part of the road never causes the

Henry Crowwell, for more than six years a rural mail carrier of this city, has just replaced his old mail wagon with a new one.

The old wagon probably holds the record in bankruptey, with liabilities of \$19.789 and no assets.

tin, our genial tonsorial artist, ever dealt in mules, but such is the case. Some years ago he purchased a mule from William Simmons for \$25 and 'agreed to give him 250 shaves for the sad voiced quadruped. After he had cut Mr. Simmons's whiskers for a year or so he put the mule on pasture on the Simmons farm and finally let Mr. Simmons have the mule back in payment of the pasturage bill. Tom said it felt nice to own a mule, but the animal was a little too expensive.

A Woman Pastor in Switzerland. Genera correspondence London Daily News

By Joseph P. Day.

112th street, No. 8a, south side, 75.8 feet west of Park avenue, 26.33100.11, the story tenement, C. H. Street et al., vs. J. L. Day et al.; Noble & C. attomaga, P. L. Kiernan, referee, due on judgment, \$23,743.47, subject to taxes & c. \$772.53.

Grote street, No. 766, South side, \$8.7 feet east of Prospect avenue, 80.11x80.6x1003 irregular, one story dwelling and vacant. C. A. McGuire vs. Hagemann Construction Company et al.; W. G. Mulligan, attorney; A. P. Massey, refereed due on judgment, \$1,500.41; subject to taxes & c. \$150.55.

Beventy-first street, No. 441 north side, 75.

feet west of Avenue A. 25x34.4, two and three story tenement and stores; Consumers Brewing Company vs. Valentine Berninger et al.; Holm. W. & S., attorneys; F. W. Pollock, referee; due on Judgment, \$13,316,66; subject to taxes, &c., \$150. Washington avenue, east side, block front, between 184th and 189th streets, 352,11x250, three two story dwellings, vacant City Real Estate Company vs. A. J. MacFarland et al.; H. Swain, attorney; R. J. H. Powel, referce; due on Judgment, \$54,826,93; subject to taxes, &c., \$10,952,35. Princess's adventure in the Japan Magazine, she did not add to the honor of her family by her exploits.

The Princess lived in Kioto, Japan, so far back that no man can remember when. management under the law as it has just She was the most beautiful of all the ladies in the court of the daimio and the fame of example just as soon as the full text of the the report of a wonderfully blooming mission was received. Other companies the report of a wonderfully blooming cherry tree would be carried on the winds of gossip. But beauty in the case of the Princess Hashi seems to have been of the discoursed in recent years on the topic "Back accepted depth; she was a very jealous and to the Farm." One of the brokerage houses envious young person.

So long did she feed upon the fruit of mined to be seech the gods to give her the the railroad companies are paid to work power of a demon so that she might plague in the railroad business in the first place the people she disliked. During many and that education of the public is really days and dark nights she knelt before the incidental in their calling. It was suggested shrine at Kibune, making supplication. At last the gods heard her. They said

beauty they would grant her request. Not only must she spoil her beauty but for three weeks before the gift should descend upon her.

ing therein iron spikes and rings. So business. altered, she crept to the river one night | James J. Hill was cited as a case in point and slipped into its waters.

rushes and by night she swam under the shadows of the pines, each night with a surer and stronger stroke. Day by day the horns of hair on her head became harder, and day by day the color she had smeared on her body was set indelibly. At the end of the probation-ary three weeks the Princess Hashi was a full fledged water devil, one of the Oni feared by all the human folk of the land; and she was sufficiently terrible to look upon, if one may credit some of the portraits of her done by Tosa Tsunetaka.

All her former lovers she plagued inter-minably, and young girls with beauty even approaching the fabulous beauty that had been Hashi's fell ill of smallhomestead. And they set to work, the box or were stung by poisonous insects, younger sister as housekeeper and the There is a worker in the fields. Miss the deeds of this princess devil, and though

MONEY AND EXCHANGE.

ploughing the land for the coming crop of corn or oats. A little later in the season she hitches her team to the check rower and plants the corn. After the corn comes up she takes her cultivator and keeps it clear of weeds throughout the season. She practises rotation of crops, intending to sow a field in clover every fourth year. Her main crops are corn, wheat, oats and clover.

She owns all her own machinery and can drive a binder as well as any farmer. Miss Judson never sells any of the grain or hay from the farm. She feeds it to her cattle, horses, hogs and sheep. She keeps only

that she is master.

In the winter months Miss Judson cuts enough wood to last through the coming spring and summer and attends the repairing of the farm buildings and fences. A good stone henhouse was built by the elder girl for her sister, who cares for the poultry.

Large flocks of chickans, turkeys and search and the premium. San Francisco—Soc premium.

Business Troubles.

Judge Hough has appointed W. C. Low The kitchens are incredibly clean, with their tiled floors, glass tables and shelves, as are also the cold storage rooms. To keep a kitchen in order is a far more difficult problem at sea than on land.

The kitchens are incredibly clean, with their tiled floors, glass tables and shelves, as are also the cold storage rooms. To pany owns a twelve story loft building at the Puget Sound Friday, nor was there with drawal of the interest on the outstanding gaged for about \$220,000. pany owns a twelve story for building at 140 to 144 West Twenty-second street, mort-gaged for about \$220,000. Moris Kalman, real estate broker of \$10 Foxstreet, The Bronx, has filed a petition in bankruptcy, with liabilities of \$82,228, of which \$61,500 are secured by mortgages,

Oregon Hunter Kills 14 Cougars. Wilson correspondence Portland . Oregonian. Charles Adkins, the "cougar man" of his section of the country, has succeeded in adding another cougar pelt nine feet long

D. Yolan of San Francisco. The bill cuts the season on ducks one month, giving local birds on marsh a chance to scatter and local birds on marsh a chance to scatter and not be slaughtered on the baited ponds.

Cottontail rabbits are protected under the bil and a closed season for rail is provided until November, 1912. The dove season is shortened and the bag limit reduced to fitteen. The quail bag limit is reduced to twelve and the duck bag limit to fitteen. Market hunting for ducks is prohibited and the hunter must ship game open and exposed.

A Track Walker's Record of Travel.

From the Mount Vernon Signal. Boone Bennett, the veteran Kansas City track walker, has a record of which few men if any can boast. He lives near Dudley, this county, and has been walking track for the Louisville and Nashville Railroad Company on the Kansas City division for nineteen years.
For sixteen years he made the round

trip every night of twenty-one miles of track, and for the last three years he has been going over a round trip of twelve miles. During those nineteen years he has walked over 132,780 miles of track at night, besides the walking he has done in daytime.

GOSSIP OF WALL STREET.

The railroad presidents had very little to say yesterday. Grumbles came out of the St. Paul offices and it was announced that New York Central officers were engaged in a serious conference over railroad matters. the Princess Hashi once made this choice something to say. Otherwise nothing was with satisfying results. As Fushinami beard in the way of ferebodings or in any Ishibashi recounts the success of the other way from the men who are supposed Princess's adventure in the Japan Maga- to run the railroads. Whatever sessions they had were executive sessions, and it was suggested that the high salaried officers of the companies might be devoting their time and industry to problems of railroad been stated. The Pennsylvania set

seemed to be emulating it.

More than one high railroad officer has in its weekly letter yesterday suggested as a more pertinent topic, "Back to Your Desk." The idea was that railroad presithese dark humors that at last she deter- dents and other high salaried officers of that very few of them have been gran and glowing successes as professors of railroad economics and that they might that if she would consent to forfeit all her well transform themselves from such into practical men, endeavoring to conduct transportation at high efficiency and at the she must live in the waters of the River Uji lowest cost commensurate with high efficiency and serving in this way the best interests of their stockholders and of the The Princess Hashi started out to fulfil public. It was admitted that it is a pleasant The Princess Hashi started out to fulfil diversion to expatiate on the beauties of all the conditions of promotion to the defarm life, the benefactions of highway mon world. She streaked her fair face improvement, conservation of resources with pigments, pulled out her rose petal and other academic topics and that dinner nairs and twisted her hair into two ugly speaking is alluring and pleasing, but it horns on either side of her forehead, plac-was doubted if effort in this direction is real

Mr. Hill has retired from the presidency of the road he built up and has devoted a great deal of his time to study and discussion of topics of general public interest. He is now more celebrated as a speaker and philosopher than as an operating railroad man. But it was recalled that Mr. Hill remained the operating railroad man until his roads were developed into a state of efficiency commanding the admiration of all business men, that in the old days he lived on the Great Northern, studied the workings of every department, built up a remarkably able staff and incidentally made a great deal of money for himself and his stockholders. It was remarked that there may be no such good opportunities to-day, but that nevertheless the way to make money out of a railroad is to run the rail road.

There was further talk about a conference of railroad men to be held here next week, but very little talk about an appeal from the decision of the Interstate Commerce Com-Judson now has one of the best farms in it happened many hundreds of years ago Webster county.

In the springtime Miss Loretta Judson ens fear her without ceasing.

In the springtime Miss Loretta Judson ens fear her without ceasing.

In the springtime Miss Loretta Judson ens fear her without ceasing. fought the rate case most vigorously. "An appeal would be futile. The law as it has een construed must govern, and the only thing to do is to run the railroads as well as it can be done under that law. the railroads cannot get along there is no doubt in the mind of any one who has read the decision that ample relief will be provided.

By way of contrast with the action of stocks of railroads in this country Canadian Pacific established the new high record of 215's. Some people considered its strength a gentle satire from a country which is not yet greatly pestered by railroad commis-

It is as well known as anything else banking that Paris bankers never consider a transaction closed until the papers are signed, sealed and delivered. In this city if a banker says he will take an issue of bonds the transaction is closed. banker does not consider himself bound until the last formality is complied with. He holds himself perfectly free to call off any deal if in the course of the negotiations there comes any unexpected event. It is on that account that it is understood that the negotiations for the sale of \$50,000,000 Central Pacific bonds could not have been concluded Friday afternoon had not Paris bankers refused to be alarmed over the railroad rate decision and the violent break in American railroad shares here and in Lon-

The \$82,000 in net. For the same month Atchison reported increases of \$545,000 in gross and \$559,000 in net. Atchison stock broke five points Friday on the news of the railroad rate decision.

Commercial price of bar silver in New had withdrawn an offer to increase the wages of road in the county that is kept in good condition the year around.

Commercial price of bar silver in New had withdrawn an offer to increase the wages of telegraph operators 6 per cent. Even more formidable tidings came out of the Lipports of dry goods and ceneral merchandise at New York for the week ended Pebruary 18, 1911, reported in full at the Custom House, compare as follows with last year.

Dry goods Week Feb. 18, 1910, to every division on the system. Extension work is peremptorily stopped. Compared to the follows with last year.

Dry goods 3,210,171 \$4,386,781 to every division on the system. Extension work is peremptorily stopped. Compared to the follows with last year.

Totals. \$1.386.751 sion work is peremptorily stopped. Con-19.725.542 struction will taper off, and cease altogether \$24 113.293 at the first point where it may do so without leaving half finished things to deteriorate. Everything in the nature of improvements merely to the service is completely cut out However, there was no revocation of the

> Speyer & Co gave out a cheerful note, as follows: "The applications for the \$10,000.000 St. Paul and Kansas City Short Line by per cent bonds which the bankers are offering for public subscription here and in London at 93½ are coming in very satis-factorily both from financial institutions and private investors. The subscription closes on Tuesday." The announcement attracted great interest, because this issue is the first offering of railroad securities here since the decision in the rate cases.

in adding another to his collection.

He saw the cougar's tracks in the road and calling his hounds started in hot pursuit. After a short run the cougar was treed and Adkins shot it dead.

Every winter when the snow falls in the mountains the congars come down into the mountains the congars come down into the solutions and along the rivers in quest of salmon, which is plentiful as well as easy to get at that time of year.

This is the fourteenth congar that Adkins has killed within the last four years.

The California Game Season.

The California Game Season.

The California Game Season.

Should be supported by the fourteenth congar that Adkins has killed within the last four years.

Another the fourteenth congar that Adkins has killed within the last four years.

The California Game Season.

Should be supported by the first accompanies of the floor traders and practically all of the other speculators care most about was what was going to happen, and they did not greatly concern themselves about what had happened. There was no tipster from about the decision to supply any information Among speculators in stocks interest in

EXPERIENCED MANAGER OF STOCK EXCHANGE HOUSE IS OPEN TO NEGOTI-ATIONS BECAUSE OF FIRM CHANGES HAS SAFE CLIENTELE, HEST BANK AND WALL STREET REFERENCES; EXTEN-SIVE ACQUAINTANCE, ADDRESS R. K. HOX 100 SUN OFFICE.

ELECTIONS AND MEETINGS.

son is cold to the term of the

PUBLIC NOTICES.

THE NATIONAL BANK OF BALTIMORE.
Baltimore, Md.
The Third National Bank of Baltimore, located at Baltimore, in the State of Maryland, is closical the affairs. All note holders and other creditors of the association are therefore hereby notines to present the notes and other claims for payment ROBT. H. SMITH. President Dated January 31st, 1911.